



COMMONWEALTH of VIRGINIA

DEPARTMENT OF MEDICAL ASSISTANCE SERVICES
600 East Broad Street, Suite 1300
Richmond, VA 23219

December 5, 2016

ADDENDUM No. 2 TO VENDORS:

Reference Request for Proposal: **RFP 2017-01**
Dated: **November 1, 2016**
Due: **December 16, 2016**

Below are updates that may delete, add, modify or clarify certain aspects of the aforementioned RFP. Please incorporate as necessary.

- 1) See Attachment 1 for Modifications to the RFP
- 2) See Attachment 2 for Modification to Vendor Questions & Answers from Addendum #1

A signed acknowledgment of this addendum must be received by this office either prior to the due date and hour required or attached to your proposal response. Signature on this addendum does not substitute for your signature on the original proposal document. The original proposal document must be signed.

Sincerely,

Kayla Anderson

Kayla Anderson
Sr. Procurement Officer

Name of Firm: _____

Signature and Title: _____

Date: _____

ATTACHMENT #1
RFP 2017-01, Addendum 2

Pg. 152, Attachment VI, “Unduplicated Riders”: **Attachment VI, as amended by Addendum 1, is hereby deleted in its entirety & replaced by the following:**

Attachment VI: Unduplicated Riders, State Fiscal Years 2014 & 2015

| SFY 2014 | | July | August | September | October | November | December | January | February | March | April | May | June | Total Averages |
|--|---------------|---------|---------|-----------|---------|----------|----------|---------|----------|---------|---------|---------|---------|----------------|
| VA Medicaid FFS | Ambulatory | 15,935 | 15,991 | 15,765 | 16,375 | 15,542 | 15,091 | 15,488 | 15,588 | 15,590 | 16,058 | 15,933 | 16,049 | 15,784 |
| | Wheelchair | 4,274 | 4,238 | 4,242 | 4,476 | 4,141 | 4,121 | 4,233 | 4,220 | 4,185 | 4,343 | 4,311 | 4,295 | 4,257 |
| | Stretcher | 1,300 | 1,242 | 1,278 | 1,387 | 1,274 | 1,279 | 1,457 | 1,300 | 1,264 | 1,327 | 1,371 | 1,301 | 1,315 |
| | Van Stretcher | 870 | 905 | 786 | 824 | 701 | 739 | 786 | 787 | 801 | 833 | 823 | 781 | 803 |
| State Total | | 22,379 | 22,376 | 22,071 | 23,062 | 21,658 | 21,230 | 21,964 | 21,895 | 21,840 | 22,561 | 22,438 | 22,426 | 22,158 |
| | | | | | | | | | | | | | | |
| Eligible | | 247,894 | 256,327 | 252,569 | 261,161 | 251,887 | 239,669 | 243,092 | 244,371 | 248,126 | 264,513 | 262,263 | 257,157 | 252,419 |
| Total Trips | | 379,045 | 377,297 | 349,336 | 392,520 | 339,716 | 343,468 | 338,245 | 330,012 | 345,804 | 380,612 | 372,513 | 368,321 | 359,741 |
| Total Eligibility Utilization (Total Unduplicated /Total Eligible) | | 9.03% | 8.73% | 8.74% | 8.83% | 8.60% | 8.86% | 9.04% | 8.96% | 8.80% | 8.53% | 8.56% | 8.72% | 8.78% |

| SFY 2015 | | July | August | September | October | November | December | January | February | March | April | May | June | Total Averages |
|--|---------------|---------|---------|-----------|---------|----------|----------|---------|----------|---------|---------|---------|---------|----------------|
| VA Medicaid FFS | Ambulatory | 16,299 | 15,733 | 15,326 | 15,266 | 14,236 | 14,280 | 13,999 | 12,919 | 13,725 | 13,948 | 13,617 | 14,000 | 14,446 |
| | Wheelchair | 4,435 | 4,265 | 4,233 | 4,265 | 3,849 | 3,863 | 3,772 | 3,540 | 3,816 | 3,760 | 3,594 | 3,743 | 3,928 |
| | Stretcher | 1,371 | 1,310 | 1,301 | 1,243 | 1,214 | 1,263 | 1,423 | 1,152 | 1,206 | 1,212 | 1,045 | 1,085 | 1,235 |
| | Van Stretcher | 765 | 732 | 722 | 736 | 710 | 682 | 739 | 681 | 687 | 705 | 784 | 807 | 729 |
| State Total | | 22,870 | 22,040 | 21,582 | 21,510 | 20,009 | 20,088 | 19,933 | 18,292 | 19,434 | 19,625 | 19,040 | 19,635 | 20,338 |
| | | | | | | | | | | | | | | |
| Eligible | | 267,315 | 266,565 | 245,778 | 270,849 | 268,148 | 272,853 | 268,229 | 261,279 | 263,024 | 266,866 | 266,758 | 265,836 | 265,292 |
| Total Trips | | 391,336 | 362,660 | 360,618 | 384,529 | 312,245 | 347,601 | 332,321 | 287,478 | 347,306 | 355,684 | 333,285 | 355,120 | 347,515 |
| Total Eligibility Utilization (Total Unduplicated /Total Eligible) | | 8.56% | 8.27% | 8.78% | 7.94% | 7.46% | 7.36% | 7.43% | 7.00% | 7.39% | 7.35% | 7.14% | 7.39% | 7.67% |

Source: LogistiCare's Monthly Reports

ATTACHMENT #1
RFP 2017-01, Addendum 2

Pg. 155, Attachment IX, “Month at a Glance Activity”: **Attachment IX, as amended by Addendum 1, is hereby deleted in its entirety & replaced by the following:**

Attachment IX: Month at a Glance Activity, State Fiscal Years 2014 & 2015

| SFY 2014 | July | August | September | October | November | December | January | February | March | April | May | June |
|---|---------|---------|-----------|---------|----------|----------|---------|----------|---------|---------|---------|---------|
| Trip Volume | | | | | | | | | | | | |
| Total Gross Reservations | 455,491 | 436,216 | 414,884 | 458,573 | 419,104 | 436,683 | 456,331 | 403,737 | 425,735 | 440,790 | 440,803 | 427,931 |
| Total Cancellations | 76,446 | 58,919 | 65,548 | 66,053 | 79,388 | 93,215 | 118,086 | 73,725 | 79,931 | 60,178 | 68,290 | 59,610 |
| Cancellation % | 16.78% | 13.51% | 15.80% | 14.40% | 18.94% | 21.35% | 25.88% | 18.26% | 18.77% | 13.65% | 15.49% | 13.93% |
| Total Net Authorized Trips | 379,045 | 377,297 | 349,336 | 392,520 | 339,716 | 343,468 | 338,245 | 330,012 | 345,804 | 380,612 | 372,513 | 368,321 |
| Monthly Members | 247,894 | 251,593 | 252,569 | 255,136 | 249,590 | 239,669 | 239,458 | 244,371 | 248,126 | 255,608 | 258,001 | 257,124 |
| Utilization Rate | 65.40% | 66.68% | 72.30% | 65.00% | 73.47% | 69.78% | 70.79% | 74.05% | 71.75% | 67.16% | 69.26% | 69.81% |
| Level of Service Distribution | | | | | | | | | | | | |
| Ambulatory | 81.45% | 81.83% | 81.45% | 81.31% | 81.01% | 80.76% | 80.87% | 80.88% | 80.91% | 81.11% | 81.16% | 81.43% |
| Wheelchair | 15.85% | 15.63% | 15.94% | 16.11% | 16.38% | 16.49% | 16.40% | 16.38% | 16.31% | 16.13% | 16.01% | 15.90% |
| Stretcher | 1.37% | 1.37% | 1.42% | 1.47% | 1.51% | 1.63% | 1.61% | 1.57% | 1.62% | 1.67% | 1.75% | 1.68% |
| Van Stretcher | 1.33% | 1.18% | 1.19% | 1.10% | 1.10% | 1.11% | 1.12% | 1.17% | 1.14% | 1.10% | 1.08% | 0.98% |
| Distribution by Type of Facility | | | | | | | | | | | | |
| Adult Day Care | 2.62% | 2.61% | 2.60% | 2.67% | 2.63% | 2.60% | 2.50% | 2.31% | 2.31% | 2.49% | 2.47% | 2.47% |
| Assisted Living | 2.68% | 2.70% | 2.61% | 2.52% | 2.55% | 2.51% | 2.45% | 2.35% | 2.43% | 2.40% | 2.43% | 2.38% |
| Behavioral Health | 29.33% | 32.13% | 31.89% | 31.99% | 31.48% | 31.93% | 30.94% | 31.61% | 32.08% | 32.62% | 32.41% | 32.78% |
| Dialysis | 6.10% | 6.22% | 6.27% | 6.02% | 6.79% | 6.92% | 6.79% | 6.39% | 6.58% | 6.02% | 6.36% | 6.01% |
| Doctor | 4.21% | 4.36% | 4.76% | 4.86% | 4.86% | 5.80% | 6.61% | 6.80% | 6.54% | 6.39% | 6.14% | 5.95% |
| Hospital | 1.48% | 1.56% | 1.57% | 1.40% | 1.50% | 1.58% | 1.69% | 1.51% | 1.64% | 1.58% | 1.68% | 1.62% |
| Nursing Home | 2.00% | 2.00% | 2.03% | 2.00% | 1.99% | 1.06% | 2.15% | 2.07% | 2.06% | 2.01% | 2.13% | 2.00% |
| Residence | 42.44% | 42.38% | 42.38% | 42.46% | 42.42% | 42.37% | 41.85% | 42.09% | 42.29% | 42.50% | 42.39% | 42.53% |
| Other | 9.14% | 6.04% | 5.89% | 6.08% | 5.78% | 5.23% | 5.03% | 4.87% | 4.07% | 3.99% | 3.99% | 4.26% |

ATTACHMENT #1
RFP 2017-01, Addendum 2

| SFY 2015 | July | August | September | October | November | December | January | February | March | April | May | June |
|---|---------|---------|-----------|---------|----------|----------|---------|----------|---------|---------|---------|---------|
| Trip Volume | | | | | | | | | | | | |
| Total Gross Reservations | 470,711 | 426,250 | 430,048 | 447,783 | 389,472 | 439,974 | 410,627 | 370,485 | 406,139 | 407,817 | 390,261 | 409,973 |
| Total Cancellations | 79,375 | 63,590 | 69,430 | 63,254 | 77,227 | 92,373 | 78,306 | 83,007 | 58,833 | 52,133 | 56,976 | 54,853 |
| Cancellation % | 16.86% | 14.92% | 16.14% | 14.13% | 19.83% | 21.00% | 19.07% | 22.40% | 14.49% | 12.78% | 14.60% | 13.38% |
| Total Net Authorized Trips | 391,336 | 362,660 | 360,618 | 384,529 | 312,245 | 347,601 | 332,321 | 287,478 | 347,306 | 355,684 | 333,285 | 355,120 |
| Monthly Members | 260,697 | 263,688 | 245,776 | 270,844 | 278,560 | 272,814 | 268,235 | 261,282 | 264,652 | 266,871 | 266,761 | 273,812 |
| Utilization Rate | 66.62% | 72.71% | 68.15% | 70.44% | 89.21% | 78.48% | 80.72% | 90.89% | 76.20% | 75.03% | 80.04% | 77.10% |
| Level of Service Distribution | | | | | | | | | | | | |
| Ambulatory | 81.78% | 81.17% | 81.19% | 81.00% | 80.78% | 80.69% | 80.78% | 80.62% | 80.59% | 80.70% | 80.81% | 80.90% |
| Wheelchair | 15.65% | 16.10% | 16.24% | 16.43% | 16.43% | 16.43% | 16.28% | 16.55% | 16.63% | 16.45% | 16.36% | 16.29% |
| Stretcher | 1.64% | 1.77% | 1.60% | 1.58% | 1.76% | 1.83% | 1.83% | 1.68% | 1.74% | 1.78% | 1.70% | 1.71% |
| Van Stretcher | 0.93% | 0.97% | 0.97% | 0.98% | 1.03% | 1.04% | 1.11% | 1.15% | 1.05% | 1.06% | 1.13% | 1.09% |
| Distribution by Type of Facility | | | | | | | | | | | | |
| Adult Day Care | 2.31% | 2.32% | 2.33% | 2.30% | 2.24% | 2.21% | 2.26% | 2.16% | 2.20% | 2.25% | 2.21% | 2.28% |
| Assisted Living | 2.36% | 2.39% | 2.41% | 2.30% | 2.25% | 2.04% | 1.88% | 1.75% | 1.78% | 1.89% | 1.93% | 1.93% |
| Behavioral Health | 32.45% | 32.85% | 33.09% | 33.47% | 32.74% | 33.17% | 32.90% | 32.83% | 33.39% | 33.42% | 33.04% | 33.26% |
| Dialysis | 6.07% | 6.19% | 6.25% | 6.09% | 6.91% | 6.88% | 6.84% | 6.95% | 6.39% | 6.25% | 6.70% | 6.18% |
| Doctor | 5.81% | 5.71% | 5.88% | 5.85% | 5.59% | 5.35% | 5.46% | 5.14% | 5.44% | 5.45% | 5.30% | 5.30% |
| Hospital | 1.65% | 1.68% | 1.52% | 1.41% | 1.59% | 1.48% | 1.65% | 1.58% | 1.52% | 1.53% | 1.54% | 1.51% |
| Nursing Home | 2.01% | 1.99% | 2.05% | 1.95% | 2.11% | 2.00% | 2.01% | 2.02% | 1.98% | 1.95% | 1.96% | 1.93% |
| Residence | 42.65% | 42.54% | 42.26% | 42.31% | 42.12% | 42.58% | 42.57% | 42.59% | 42.79% | 42.79% | 42.76% | 42.84% |
| Other | 4.69% | 4.33% | 4.21% | 4.32% | 4.45% | 4.29% | 4.43% | 4.98% | 4.51% | 4.47% | 4.56% | 4.77% |

Source: LogistiCare & DMAS Reports

ATTACHMENT #2
RFP 2017-01, Addendum 2
Corrections to Vendor Questions and Answers in Addendum #1

| Question Number | Section | Question/Comment | DMAS Response |
|-----------------|-------------------------|--|---|
| 125. | Page 152, Attachment VI | Unduplicated Riders: <i>Please clarify the Total Transportation Utilization calculation.</i> For FY 2014 – July, the data reports 379,045 total trips and eligible members of 247,894. Utilization as trips/members would be 152.9% vs. the 65.4% reported. | <u>Please see Addendum 2, Attachment 1 for corrections.</u> Please disregard the entire row. This information is not correct. |
| 128. | Page 155, Attachment IX | Month at a Glance Activity: <i>Please clarify utilization rate calculations (See question above).</i> Utilization appears to be reciprocal of the actual utilization (i.e. membership / trips vs. trips vs. membership). December 2014 also looks incorrect at 551%. | <u>Please see the Addendum 2, Attachment 1 for corrections.</u> Please disregard the entire row. This information is not correct. |